

COLLEGE of BUSINESS

Dean • Garrey Carruthers

Associate Dean • Kathleen Brook

Associate Dean • Kevin Boberg

Assistant Dean • Sylvia Acosta

Advising Coordinator • Rose Byrum

Advising Coordinator • Celina Talamantes

Bachelor of Accountancy

Bachelor of Arts in Economics

Bachelor of Business Administration – Majors in Economics, Finance, General Business, Information Systems, International Business, Management, and Marketing

Associate in Prebusiness

Mission of the College of Business

NMSU's College of Business provides a continually improving learning environment that prepares students to meet the challenges of a global economy.

The College, as part of an Hispanic-serving institution, provides all students, but especially those from New Mexico, convenient access to high-quality, professional education programs. Selected programs may be designed to serve students from throughout the U.S. or in selected international locations.

The College provides intellectual and professional development to business students and faculty through course work, research centers, research programs, and student- and faculty-exchange programs.

The College provides excellence in teaching at the undergraduate, master's, and doctoral levels.

The College continually seeks to add high-quality educational and service programs that target specific economic sectors, such as high-technology industries, public utilities, entrepreneurship, banking, insurance and golf.

The College provides both faculty and students with opportunities to enrich their understanding of global business issues and ensures that the international content of our programs and courses reflects the location of NMSU and its proximity to Latin America.

The College secures input from significant constituencies, such as students, alumni, and business practitioners, regarding their educational needs and their views of the College.

The College faculty are involved in research and consulting endeavors, thereby allowing them to enhance their ability to engage in effective teaching and contribute to the body of knowledge in business administration.

Requirements for Bachelor's Degrees

- Successful completion of requirements as listed under the college's General Education and Other Foundation Courses section and lower- and upper-division Business Core sections. This requirement does not apply to those students pursuing the Bachelor of Arts in Economics. (For this degree, see the Economics and International Business section below.)
- Successful completion of requirements as listed by the department for a specific major.
- Completion of required lower division courses prior to taking any of the last 30 credits used to meet degree requirements.
- A minimum cumulative grade point average (GPA) of 2.0 in all courses taken at NMSU.
- A minimum cumulative GPA of 2.0 in all courses taken in the College used to meet specific college course requirements.
- A minimum cumulative GPA of 2.0 in all courses in the College used to meet specific major course requirements.
- A minimum of 128 credits of approved courses.
- A minimum of 54 upper division credits.

- Last 30 credits must be completed at NMSU; of these credits, the student not regularly enrolled at NMSU the previous year must complete a minimum of 20 credits in upper-division courses, including a minimum of 12 upper-division credits in the major.
- Successful completion of at least 64 degree credits outside the College of Business. Among these credits are a maximum of 9 credits of economics and 6 credits of statistics.
- For transfer students, a minimum of 33 business credits required for a business degree must be completed in the College of Business.
- For transfer students, a minimum of 12 credits in courses required in the major must be completed in the College of Business.

The college will accept toward a degree a maximum of 8 credits combined from the following 3 categories: music organizations (band, orchestra, or chorus), physical activity courses, and occupational education (prefixed "OE"). Additional OE credits may be counted based on articulation agreements.

The only courses that may be taken on an S/U option by students in the College of Business are general electives outside the college. Courses listed under General Education and Other Foundation Courses may not be taken S/U except that students may take up to 9 credits of honors courses on an S/U basis to fulfill these requirements.

All students planning to earn a degree in the College of Business are advised through the college's Advising Center during their freshman and sophomore years or until they have completed all lower division requirements as listed under the General Education and Other Foundation Courses and Lower-division Business Core requirements sections. Students who complete these requirements are assigned to a faculty member for advising. Students who complete these requirements and those listed in the section for specific majors will have satisfied the university's general education requirements.

Lower-division requirements must be substantially completed before the student is permitted to take upper-division courses (numbered 300 or above) offered by the College of Business.

General Education and Other Foundation Courses (39 credits)

NOTE: General Education requirements were under revision at the time of publication. Students must check with their advising center for current requirements and lists of specific courses that meet these requirements.

COMM 265G, Principles of Human Communication, or COMM 253G ¹	3
ENGL 111G, Rhetoric and Composition, or ENGL 111H ¹	4
ENGL 203G, Business and Professional Communication, or ENGL 218G ¹	3
E ST 251/STAT 251, Statistics for Business and the Behavioral Sciences; or E ST 311G, Statistical Applications	3
MATH 120, Intermediate Algebra ¹	3

Accreditation

New Mexico State University has been accredited since 1926 by the North Central Association of Colleges and Secondary Schools as a degree-granting institution. The university was accredited in 1954 by the American Association of University Women.

The baccalaureate and graduate degree programs in business administration and accounting offered in the College of Business are accredited by AACSB International—The Association to Advance Collegiate Schools of Business.

Students who place out of MATH 120 must take an additional 3 credits of general elective outside the College of Business.

MATH 142G, Calculus for the Biological and Management Sciences	3
MATH 121, College Algebra	3
Human thought/behavior: ANTH 120G, ANTH 125G, ANTH 201G, ANTH 203G, PSY 201G, or PHIL 233G	3
Historical perspectives: from Part II (A), General Education Requirements	3
Literature and fine arts: from Part II (E), General Education Requirements	3
Basic natural sciences: from Part II (B), General Education Requirements	8

¹ Grade of C or better required

Majors in economics must have a grade of C or better in ECON 251G, ECON 252G, E ST 251 or E ST 311G (or the equivalent) and MATH 142G.

MATH 230 is strongly encouraged for IS majors.

Business Core, lower division (18 credits)

ACCT 251, Management Accounting and ACCT 252, Financial Accounting ²	6
BCIS 110G, Introduction to Computerized Information Systems, or C S 110G	3
BUSA 111, Business in a Global Society	3
ECON 251G-252G, Principles of Macroeconomics, Microeconomics ²	6

²Not recommended for freshman year.

Business Core, upper division (27 credits)

BCIS 338, Business Information Systems I (all majors except IS), or BCIS 350, Systems Analysis and Modeling (IS majors)	3
BLAW 316, Legal Environment of Business (all majors except PGM and Sports Marketing), or BLAW 313, Sports and the Law (PGM and Sports Marketing majors)	3
BUSA 365, Design and Delivery of Goods and Services	6
BUSA 421, Integrated Business Concepts I	3
FIN 341, Financial Analysis and Markets	3
MGT 309, Human Behavior in Organizations	3
Upper-division elective in economics or experimental statistics, excluding E ST 311G, Statistical Applications (Information Systems majors must take ECON 405, Economic Statistics)	3
One upper division elective in business (excluding E ST 311G)	3

Associate in Prebusiness Degree

To complete the associate degree, 66 credits are required, including the general education requirements and lower-division business core described above. A minimum cumulative grade point average of 2.0 is also required. The last 15 credits towards the degree must be earned at NMSU.

Minors in Business

Minors are available in accounting, business administration, economics, finance, information systems, insurance, international business, management and marketing. The college also cooperates with the College of Arts and Sciences in offering minors in global political economy and U.S.-Mexico border studies.

Prelaw Students

Because the practice of law often involves business-related problems, the majors in the college provide an excellent preparation for the prelaw student. The college has attorneys on the faculty who are available as advisers.

Graduate Work

The College of Business also offers programs leading to the following degrees: Master of Business Administration, Master of Arts (Economics), Master of Accountancy, Master of Science (Experimental Statistics), and Ph.D. in Business Administration. For details on programs leading to these degrees, see the current Graduate School Catalog.

MINOR: Business Administration

This minor is available to all students except those seeking the Bachelor of Accountancy and the Bachelor of Business Administration. A cumulative GPA of at least 2.0 is required for 18 credits, nine of which must be upper division. Students must select nine credits from only one of the following course prefixes: ACCT, BUSA, ECON, FIN, INTB, MGT, or MKTG. Students must select an additional nine credits from any of the following prefixes: ACCT, BA, BCIS, BLAW, BUSA, ECON, FIN, INTB, MGT, MKTG.

Transferring Business Courses

The following business courses have been identified as transferable from NMSU to other public two year and four year institutions in New Mexico. The equivalent course at other institutions can be identified using the common course number which appears in parentheses below. Similarly, students from

other institutions can use the common course number to identify business courses that can be transferred to NMSU.

ACCT 251, Management Accounting (ACCT 2123)
ACCT 252, Financial Accounting (ACCT 2113)
ACCT 301, Financial Accounting I (ACCT 2133)
BCIS 110G, Introduction to Computerized Information Systems (BCIS 1113)
BLAW 316, Legal Environment of Business or BLAW 317 (BLAW 2113)
BLAW 418, Uniform Commercial Code and Advanced Business Law Topics (BLAW 2123)
BUSA 111, Business in a Global Society (BUSA 1113)
ECON 251 G, Principles of Macroeconomics (ECON 2113)
ECON 252G, Principle of Microeconomics (ECON 2123)
FIN 341, Financial Analysis and Markets (BFIN 2113)
MKTG 303, Principles of Marketing (MKTG 2113)
MGT 201G, Principles of Management (MGMT 2113)
E ST 251, Statistics for Business and the Behavioral Science, or E ST 311G or STAT 251 (MATH 2313)

ACCOUNTING and INFORMATION SYSTEMS

Professor Manson P. Dillaway, department head

Professors Dillaway, Mills, Scribner; **Associate Professors** Kreie, Nelson, Oliver, Seipel, Tunnell; **Assistant Professors** Alt, Billiot, Calk, McNelis, Mora; **College Assistant Professors** Schoener, Shannon, Smith
(505) 646-4901

DEGREE: Bachelor of Accountancy

MAJOR: Accounting

DEGREE: Bachelor of Business Administration

MAJOR: Information Systems

MINORS: Accounting Information Systems

DEGREE: Bachelor of Accountancy

The Bachelor of Accountancy degree is available to students choosing accounting as a major. The curriculum is designed to prepare you for the excellent opportunities that exist in public accounting practice and in business, government, and nonprofit organizations. It is also appropriate for those who may choose to seek either the Master of Accountancy or the Master of Business Administration degree after graduation.

Every candidate for the Bachelor of Accountancy degree must fulfill the following requirements in addition to the general education and other foundation courses and the business core courses (see above).

Major Courses (27 credits)

These requirements combined with the accounting courses required above provide a minimum of 30 credits in accounting.

ACCT 301 and 302, Financial Accounting I and II	6
ACCT 353, Cost Accounting	3
ACCT 403, Federal Taxation I	3
ACCT 451, Auditing Theory and Practices	3
ACCT 452, Accounting Systems	3
BLAW 418, Uniform Commercial Code and Advanced Business Law Topics	3
Electives in accounting, upper-division	6

Elective Courses (17 credits)

Viewing a Wider World (two courses from two colleges other than the College of Business, from courses listed in General Education Requirements, Part III)	6
General electives (at least 8 credits must be taken outside the College of Business)	11

DEGREE: Bachelor of Business Administration

Every candidate for the Bachelor of Business Administration degree must fulfill the following requirements in addition to the requirements for admission to the major and the upper-division business core courses (see above).

In the upper-division core IS majors must take ECON 405, Economic Statistics, as their ECON or E ST elective.

MAJOR: Information Systems

The Information Systems program prepares you for a variety of administrative and technical positions associated with the analysis and design of computerized information systems. Potential employers include information system service organizations, public accounting/consulting firms, manufacturing and merchandising business, banks and other financial institutions, government, and others.

Major Courses (27 credits)

ACCT 452, Accounting Systems.....	3
BCIS 122, Introduction to Information Systems Programming.....	3
BCIS 222, Introduction to Object Oriented Programming.....	3
BCIS 322, Intermediate Object Oriented Programming.....	3
BCIS 450, Systems Design, Development and Implementation.....	3
BCIS 475, Database Management Systems	3
Electives in BCIS, upper-division (may not include BCIS 498).....	9

Elective Courses (17 credits)

Viewing a Wider World (two courses from two colleges other than the College of Business, from courses listed in General Education Requirements, Part III)	6
General electives (at least 4 credits must be taken outside College of Business)	11

MINOR: Accounting

In order to obtain a minor in Accounting, a student must complete 18, or more, credit hours of approved course work in Accounting (ACCT), of which at least 12 hours are in courses numbered 300, or higher. A cumulative grade point average of 2.0 over the 18 hours must be earned. Required courses include ACCT 251, 252, and 301. BUSA 365 may be substituted for 3 hours of Accounting numbered 300 or higher. The remaining hours may be satisfied by completing any upper-division courses in Accounting. Application forms for an Accounting minor are available from the Department of Accounting and Information Systems, room 232, Business Complex Building. These may be submitted for approval when a student begins the remaining class(es) in Accounting, leading to the minor.

MINOR: Information Systems

In order to obtain a minor in Information Systems (IS), a student must complete 18, or more, credit hours of approved coursework in IS, of which at least 12 hours are in courses numbered 300, or higher. A cumulative grade point average of at least 2.0 over the 18 hours must be earned. Required courses include BCIS 122, 222, and 338 or 350. Computer Science 187 may be substituted for BCIS 122. The remaining 9 hours may be satisfied with any upper-division BCIS courses (including ACCT 452) chosen with the consent of a BCIS advisor. It should be noted that many upper-division BCIS courses require BCIS 322 as a prerequisite. Application forms for an IS minor are available from the Department of Accounting and Information Systems, room 232, Business Complex Building. These may be submitted for approval when a student begins the remaining class(es) in IS, leading to the minor.

ECONOMICS and INTERNATIONAL BUSINESS

Professor Michael Ellis, department head

Professors Carruthers, Ellis, Enomoto, Gegax, Matta, Murray, Nordyke (emeritus), Nowotny (emeritus), Orton (emeritus), Peach, Popp, Remmenga, D. W. Smith, Steiner, Willman; **Associate Professors** Adkisson, Brook, Clason, Daniel, Erickson, Gould, McGuckin; **Assistant Professor** Blank, Lee, McFerrin; **College Associate Professor** V. Bullock; **College Assistant Professor** Schmidt (505) 646-2113

DEGREE: Bachelor of Business Administration
MAJOR: Economics

MAJOR: International Business

DEGREE: Bachelor of Arts in Economics
MAJOR: Economics

MINOR: Economics

SHARED MINORS: Global Political Economy
International Business
United States/Mexico Border Studies

DEGREE: Bachelor of Business Administration
MAJOR: Economics

This program is especially suitable for students who find economics interesting and who intend, perhaps without additional formal education beyond the Bachelor's degree, to take jobs in business or government. This degree prepares you for a wide variety of jobs including those leading eventually to positions of executive responsibility. It is also appropriate for those who may choose to seek a Master of Business Administration degree after graduation.

Every candidate for this degree must complete the following courses with a grade of C or better: ECON 251G, ECON 252G, E ST 251 or E ST 311G (or the equivalent), and MATH 142G. In addition to completing the general education and foundation courses and the business core courses (see above), you must fulfill the following requirements.

Major Courses (24 credits)

ECON 304, Money and Banking.....	3
ECON 371, Intermediate Microeconomic Theory.....	3
ECON 372, Intermediate Macroeconomic Theory.....	3
ECON 405, Economic Statistics.....	3
ECON 489, Senior Economics Seminar.....	3
Electives in economics, upper-division	9

Elective Courses (20 credits)

Viewing a Wider World (two courses from two colleges other than the College of Business, from courses listed in General Education Requirements, Part III)	6
General electives (at least 7 credits must be taken outside the College of Business).....	14

MAJOR: International Business

This program is intended for those who plan to work for government agencies or firms with operations abroad or between the United States and foreign countries. The program prepares you for positions requiring knowledge of international payments, foreign exchange markets, world marketing techniques for products, export and import procedures, and international investments.

Every candidate for this degree must complete the following courses with a grade of C or better: ECON 251, ECON 252G, E ST 251 or E ST 311G (or the equivalent), and MATH 142G. In addition to completing the general education and other foundation courses and the business core courses (see above), international business majors must fulfill the following requirements.

Major Courses (30 credits)

I B 351, International Business.....	3
I B 450G, International Economics.....	3
I B 475, International Finance.....	3
Choice of one from ECON 324G, ECON 325G, ECON 330, I B 398, and HON 380G3	
I B 489, Senior Seminar in International Business	3
Functional area in business (upper-division courses in a single functional area of business beyond those elsewhere required for the I B major)	15

Other Requirements for the Major

Foreign language: Students must demonstrate oral and written proficiency at the intermediate mid-level according to ACTFL proficiency guidelines.

International experience requirement: Students must partake of an international experience equivalent to a semester abroad in a university where the language of instruction is not English.

Elective Courses (14 credits)

Viewing a Wider World (two courses from two colleges other than the College of Business from courses listed in General Education Requirements, Part III)	6
General electives (at least 7 credits must be taken outside the College of Business).....	8

DEGREE: Bachelor of Arts in Economics**MAJOR: Economics**

This program is suitable for, among others, students who plan to go onto graduate school in economics, law, business, or other areas. It has the advantage of including a large number of general electives. This feature provides great flexibility to the student who, in addition to completing the courses for a major in economics, may wish to take courses from a wide variety of other subjects of his or her own choosing.

General Degree Requirements (59 credits)

ACCT 251, Management Accounting.....	3
Behavioral sciences: 6 credits from among anthropology, psychology, and sociology; at least 3 credits from Part II (C), General Education Requirements.....	6
ENGL 111G, Rhetoric and Composition, or ENGL 111H, Rhetoric and Composition—Honors.....	4
ECON 251G-252G, Principles of Macroeconomics, Microeconomics (must be completed with a grade of C or better).....	6
E ST 251, Statistics for Business and the Behavioral Sciences. STAT 251, Statistics for Behavioral Sciences I, or E ST 311G, Statistical Applications (must be completed with a grade of C or better).....	3
Literature/Fine Arts: 3 credits from Part II (E), General Education Requirements.....	3
MATH 120, Intermediate Algebra, MATH 142G, Calculus for the Biological and Social Sciences, and MATH 121, College Algebra (MATH 142G must be completed with a grade of C or better).....	9
Quantitative economics or foreign language choice (choose "a" or "b"): (a) ECON 457, Mathematical Economics and ECON 405, Economic Statistics or (b) two foreign language courses numbered 200 or above.....	6
Basic natural sciences: 8 credits from Part II (B), of General Education.....	8
History and Government: 6 credits from among history, geography, and government; at least 3 credits from Part II (A), General Education Requirements.....	6
English Composition: 3 credits from General Education Part I (A).....	3
Critical Thinking/Analysis: 6 credits from General Education Part I (D).....	6

*Students planning to do graduate work in mathematical economics or statistics are urged to take MATH 191 and 192, Mathematics for Engineers and Scientists I and II, instead of MATH 142G; and MATH 230. A grade of C or better is required in MATH 191.

Departmental Core Courses (24 credits)

ECON 304, Money and Banking.....	3
ECON 371, Intermediate Microeconomic Theory.....	3
ECON 372, Intermediate Macroeconomic Theory.....	3
ECON 405, Economic Statistics, or an economics elective for those taking the quantitative option above.....	3
ECON 489, Senior Economics Seminar.....	3
Electives in economics, upper-division (not to include ECON 457, used to satisfy the quantitative economics requirement).....	9
Minimum of 12 credits (including any required introductory courses) in an area of concentration other than the major.	

The courses may be taken in any area approved by the head of the department, but the following are recommended: accounting, anthropology, business administration, business computer systems, finance, management, marketing, computer science, geography, government, history, mathematics, philosophy, or sociology. At least 6 of the 12 credits must be in courses numbered 300 or above unless exception is granted by the department head. Courses taken as part of general degree requirements may be counted in meeting this requirement.

Electives (29 credits)

Including the 8 credits of first-year foreign language necessary for pre-requisites to required language courses, you must take sufficient electives to bring the total upper-division credits to 54 and total credits to 128. Upper-division credits must include two Viewing a Wider World courses (two courses from two colleges other than College of Business from courses listed in General Education Requirements, Part III.) At least half of the total credits for the degree must be taken outside the College of Business, but 9 credits of economics and 6 credits of statistics may be counted as outside the college.

MINOR: Economics

A minor in economics consists of 18 or more credit hours of approved course work in economics (ECON), of which at least 12 are numbered 300 or higher, all completed with a grade of "C" or higher.

Specifically required are Economics 251G and 252G; Economics 201G may be substituted for one of these with the approval of the Head of the Department of Economics. Also required are one course from among Economics 304, 372, and 454, and one course from among Economics 401 and 371. The remaining 6 credits may be satisfied with any upper-division courses (courses numbered 300 or higher) in economics.

MINOR: International Business

A minor in international business consists of 18 or more credit hours of approved course work in the International Business core, all completed with an average grade of "C" or higher.

Specifically, minors in International Business must complete IB 351, ECON/IB 450G, FIN/IB 475, IB 489, one class from ECON 324G, ECON 325G, ECON 330, HON 380, IB 398, plus one other upper-division business course. In addition, IB minors must meet the foreign language proficiency requirement described below.

Students must demonstrate oral and written proficiency in a foreign language at the intermediate mid-level according to the ACTFL (American Council on the Teaching of Foreign Languages) proficiency guidelines. (Process for demonstrating proficiency to be coordinated with the NMSU Department of Languages and Linguistics. Any costs associated with proficiency demonstration will be paid by the student.)

SHARED MINOR: Global Political Economy

This minor is shared with the Department of Government in the College of Arts and Sciences.

Core: ECON 324G, Developing Nations, or ECON/IB 450G, International Economics.....	3
GEOG 361G, Economic Geography, or GEOG 362, Geography of International Development, or SOC 458, Globalization; or SOC 478/GOVT 477, Sociology of Development and the World System.....	3
GOVT 360, International Relations, or GOVT 486, Political Economy.....	3
Electives: 9 credits from the following, at least 6 of which must be outside student's major(s): ACCT 365; International Accounting; AG E 315G/GEOG 315G, World Agriculture and Food Problems; AGHE 380G, Ecosystem Earth: the Impact of Human Activities; ANTH 306G, Peoples of Latin America; ANTH 433/WS 433, Women Gender and Culture; COMM 475, International Communication; ECON 251G, Principles of Macroeconomics; ECON 325G, Economic Development of Latin America; ECON 330G, Business Economy of Mexico; ECON 458, Development of Economic Thought; FIN 475/IB 475, International Managerial Finance; GEOG 328G, Geography of Latin America; GEOG 461, U.S.-Mexico Border Development; GOVT 370, Comparative Politics; GOVT 461, International Political Economy; GOVT 463, Inter-American Relations; GOVT 464, National Security Policy; GOVT 466, American Foreign Policy; GOVT 472, Politics of Development; GOVT 473, Latin American Politics; GOVT 476, Central American Politics; GOVT 478, U.S.-Mexico Border Politics; GOVT 479, Mexican Politics; HIST 422, U.S. Foreign Relations since 1914; HL S 465, International Health Problems; HON 380G, Comparative Economic Systems; HON 386G, Women in the Economy; HON 390G, Economic Development of Latin America; IB 317/MKTG 317, International Marketing; IB 351, International Business; IB 398, International Business and Economic Environments; IB 458/MKTG 458, Comparative International Management; SOC 361G/ANTH 361G, Social Issues in the Rural Americas; SOC 376G, Social Change; additional core courses; and appropriate Honors, special topics, or subtitled independent studies courses approved by the Department of Government or the Department of Economics and International Business.....	9

SHARED MINOR: United States/Mexico Border Studies

This minor is shared with the Department of Government in the College of Arts and Sciences. Students must pass 3 courses selected from the core (1 course coming from each of 3 departments), and 3 additional courses selected from either the core, the set of additional courses, or other relevant courses approved by either the Department of Government or the Department of Economics and International Business. At least 9 of the minimum 18 credits must be upper division. All courses must be passed with grades of C or above. Students may not count S/U grades unless all grades in a particular course are automati-

cally S/U. Courses taught in Spanish are have an asterisk. Students should check the undergraduate catalog for individual course prerequisites.

Core: ECON 331, The Border Economy; GEOG 461 U.S.-Mexico Border Development; GOVT 478, U.S.-Mexico Border Politics; HIST 458, History of the U.S.-Mexico Border; SOC 479, Sociological Perspectives on the U.S./Mexican Border; and either *SPAN 454, Spanish of the U.S.-Mexico Border Region or *SPAN 459, Spanish Sociolinguistics of the U.S.-Mexico Border or *SPAN 469, Literatura de la Frontera.....9

Additional Courses: ANTH 305G, Contemporary Native Americans; ANTH 306G, Peoples of Latin America; ANTH 312, The Ancient Maya; ANTH 313, Ancient Mexico; ANTH 316, Archaeology of the American Southwest; ANTH 361G or SOC 361G, Social Issues of the Rural Americas; ART 310, Native American Art; ART 320, Art and Architecture in Pre-Columbian Meso-America; ECON 324G, Developing Nations; ECON 325G, Economic Development of Latin America; ECON 330G, The Business Economy of Mexico; ECON 450G, International Economics; ENGL 339G, Chicano Literature; ENGL 361, Southwest Folklore; ENGL 394G, Southwestern Literature; GOVT 360, International Relations; GOVT 446, New Mexico Government and Politics; GOVT 463, Inter-American Relations; GOVT 473, Latin American Politics; GOVT 476, Central American Politics; GOVT 479, Mexican Government and Politics; HIST 261, New Mexico History; HIST 367, Mexican-Americans in the United States; HIST 416, History of Latinos in the United States; HIST 451, Colonial Mexico; HIST 452, National Mexico; HIST 457, The Mexican Revolution; I B 351, International Business; SOC 270, Sociology of the Chicano Community I; SOC 342, Sociology of Rural New Mexico; SOC 360G, Introduction to Population Studies; SOC 470, Sociology of Latinos/as in the United States; SOC 478 or GOVT 477, Sociology of Development and the World System; SOC 489 or GOVT 469, Globalization; *SPAN 350, Introducción a Estudios Chicanos; *SPAN 353, Spanglish and Bilingualism in the United States; SPAN 364G, Culture and Civilization of Mexico; *SPAN 385, Introduction to Chicano Literature; *SPAN 467, Chicano Literature; additional Core courses; and appropriate Honors, special topics, seminars, service learning, and independent studies courses approved by Department of Government or Department of Economics and International Business.....9

Statistics Courses

The staff of the University Statistics Center provides undergraduate service courses in applied statistics for students from all colleges. These courses are presented at an introductory level to acquaint the student with basic statistical concepts. This service instruction extends to intermediate and advanced graduate-level courses.

Graduate Work

The Department of Economics and International Business offers a graduate program leading to the Master of Science in Experimental Statistics. The Department also offers a graduate program leading to a Master of Arts in Economics or a Master of Science in Agricultural Economics. Interested students should consult the Graduate Catalog, which is available from the Graduate School. For more information call (505) 646-2936.

FINANCE

Associate Professor Lizbeth Ellis, department head

Professors Compton, Fortin, Martin, Oretskin; **Associate Professors** DeBoyrie, Ellis, Garland, Query, Roth, Sankaran; **College Assistant Professor** Berryman (505) 646-3201

DEGREE: Bachelor of Business Administration

MAJOR: Finance

OPTION: Banking

OPTION: Insurance and Financial Services

MINOR: Finance

Insurance

DEGREE: Bachelor of Business Administration

MAJOR: Finance

The finance major covers financial management principles and theory as well as an overview of the financial system and investments. The finance major forms the basis for careers in financial management, investments, banking, insurance, and real estate. The finance major is designed to allow a great deal of choice and flexibility so the student may choose to specialize in any one of these areas.

Major Courses (24 credits)

FIN 355, Investments.....	3
FIN 385, Analysis of Financial Markets and Institutions	3
FIN 406, Theory of Financial Decisions.....	3
Finance electives: Any four additional, upper division, finance courses.....	12
Any upper-division accounting course.....	3

Elective Courses (20 credits)

Viewing a Wider World (two courses from two colleges other than the College of Business, from courses listed in General Education Requirements, Part III)	6
General electives (at least 7 credits must be taken outside the College of Business).....	14

The finance electives prepare students for careers in specific areas of finance. Students may choose electives in banking, investments, financial management, international finance, real estate or insurance depending on their career goals and their interests.

OPTION: Banking

The banking option was established to provide the regional banking community with timely research and a source of new employees who recognize the specialized needs of financial institutions and the banking industry. This program encourages an internship or co-op experience in a bank or other financial institution.

Major Courses (30 credits)

ACCT 301, Financial Accounting I	3
ACCT 403, Federal Taxation I	3
FIN 355, Investments.....	3
FIN 360, Financial Information Technology.....	3
FIN 385, Analysis of Financial Markets and Institutions	3
FIN 406, Theory of Financial Decisions.....	3
FIN 466, Financial Policy Decisions	3
FIN 480, Management of Financial Institutions	3
ACCT elective or BLAW 418, Uniform Commercial Code and Advanced Business Law	3
FIN elective or OEBU 213, Consumer Lending*, or OEBU 225, Introduction to Commercial Lending*	3

**Only students transferring from the Doña Ana Branch Community College may use these classes to satisfy the 3 credit requirement. These students must take another elective inside or outside the College of Business Administration and Economics.*

Elective Courses (14 credits)

Viewing a Wider World (two courses from colleges other than the College of Business, from courses listed in General Education Requirements, Part III).....	6
General Electives outside the College of Business.....	8

OPTION: Insurance and Financial Services

The Insurance and Financial Services option was established to provide the insurance industry in the region with a source of new employees who recognize the specialized needs of the insurance industry. This program encourages an internship or co-op experience in an insurance company or an insurance agency.

Major Courses (24 credits)

FIN 355, Investments.....	3
FIN 385, Analysis of Financial Markets and Institutions	3
FIN 406, Theory of Financial Decisions.....	3
Finance electives: Any four of the following courses	
FIN 322, Principles of Insurance.....	3
FIN 323, Life and Health Insurance	3
FIN 324, Property and Liability Insurance	3
FIN 325, Real Estate Principles and Law I.....	3
FIN 349, Employee Benefits and Retirement Planning.....	3

FIN 391, Finance Internship and Cooperative Education I3
 Any upper-division accounting course.....3

Elective Courses (20 credits)

Viewing a Wider World (two courses from two colleges other than the College of Business, from courses listed in General Education Requirements, Part III)6
 General electives (at least 7 credits must be taken outside the College of Business).....14

MINOR: Finance

The minor in Finance, available to students of all majors (business and non-business), is designed to give students the opportunity to select their minor courses to provide a focus on any one of several sub-specialties within the field of Finance. Faculty advisors in the department can assist students in selecting their Finance electives to provide a focus in financial management, investments, banking, insurance or real estate. Requirements: Completion of the courses listed below with a minimum cumulative GPA of 2.0 in these courses and a minimum cumulative GPA of 2.0 in the FIN courses.

Foundation Courses (9 credits):

ACCT 251, Auditing Theory and Practices3
 ECON 201, Introduction to Economics; or ECON 251G, Principles of Macroeconomics; or ECON 252G, Principles of Macroeconomics3
 FIN 341, Financial Analysis and Markets3

Minor Courses (9 credits)

Finance electives: any three additional, upper division, finance courses.....9
 Business Elective (3 credits)
 Any additional upper division business course3

MINOR: Insurance

The minor in Insurance is available to students of all majors (business and non-business) and is designed to give students the opportunity to obtain a sub-specialty within the field of Insurance. Students pursuing this option will be advised by the director of the insurance studies program and will be encouraged to pursue internships and coop experiences in the insurance industry.

Requirements: Completion of the courses listed below with a minimum cumulative GPA of 2.0 in these courses.

Foundation Courses (9 credits):

BLAW 316, Legal Environment of Business3
 FIN 322, Principles of Insurance3
 FIN 341, Financial Analysis and Markets3

Minor Courses (9 credits)

Insurance electives: Three additional upper division finance courses chosen from FIN 323, Life and Health Insurance; FIN 324, Property and Liability Insurance; FIN 325, Real Estate Principles and Law I; FIN 349, Employee Benefits and Retirement Planning; and FIN 391, Finance Internship and Cooperative Education I (with placement with an insurance industry employer)9

Business Elective (3 credits)

Any additional upper division business course3

MANAGEMENT

Associate Professor Terry R. Adler, department head

Professors Boje, Dorfman, Manning; **Associate Professors** Adler, Benson, Bishop, Black, Daily, Gray, Jun, Teich, Weisinger; **Assistant Professors** Chavez, Rosile
 (505) 646-1201

DEGREE: Bachelor of Business Administration

MAJOR: Management

OPTION: Human Resources Management

OPTION: Managerial Leadership

OPTION: Project and Supply Chain Management

OPTION: Small Business Management

and Entrepreneurship

MAJOR: General Business

OPTION: General Business

OPTION: Entrepreneurship

MINOR: Management

DEGREE: Bachelor of Business Administration

MAJOR: Management

The Department of Management invites you to consider a major in management. Do you like to work with people? Need help solving people problems at work? Hope to start your own business? Want to run an environmental project? Or a bank, a store, a farm, or a government agency? Are you interested in how people from diverse backgrounds work together to achieve common goals? If you answered yes to any of these questions, you should consider a degree in management. The mission of the department is to prepare graduates, with a Bachelor of Business Administration, for management careers in a broad spectrum of New Mexico, national, and globally oriented businesses. Management graduates work in small and large agricultural, manufacturing, government, transportation, public utility, merchandising, health care, environmental, and communications organizations.

The study of management offers the opportunity to develop skills in utilizing human, physical, and economic resources to achieve organizational objectives. These are important cross-functional skills in today's competitive job market. Students will acquire the skills and knowledge to develop their potential and to lead others in a common mission. Management majors may choose from program options in human resource management, managerial leadership, operations management, or small business management, and entrepreneurship. Every candidate for a management degree must fulfill the following requirements in addition to the general education and other foundation courses and the business core courses (see above). Students will choose one of the four options that follow.

OPTION: Human Resource Management

Major Courses (24 credits)

MGT 332, Human Resources Management3
 MGT 333, Training and Development3
 MGT 451, Selection, Placement, and Performance Evaluation3
 MGT 460, Compensation Management3
 Electives in management, upper division12

Elective Courses (20 credits)

Viewing a Wider World (two courses from two colleges other than the College of Business, from courses listed in General Education Requirements, Part III)6
 General electives (at least 7 credits must be taken outside the College of Business)14

OPTION: Managerial Leadership

Major Courses (24 credits)

MGT 347, Management Functions and Processes3
 MGT 453, Leadership and Motivation3
 MGT 454, Work Teams in Organizations3
 Electives in management, upper division15

Elective Courses (20 credits)

Viewing a Wider World (two courses from two colleges other than the College of Business, from courses listed in General Education Requirements, Part III)6
 General electives (at least 7 credits must be taken outside the College of Business).....14

Note: The managerial leadership option is delivered to the campus of the New Mexico Military Institute via distance education.

OPTION: Project and Supply Chain Management

Major Courses (24 credits)

MGT 345G, Quality and Competitiveness: An International Perspective3
 MGT 351, Supply Chain Management3
 MGT 466, Managing Electronic Commerce: A Business Model Perspective3
 MGT 470, Project Management in Organizations3
 Electives in Management, upper division12

Elective Courses (20 credits)

Viewing a Wider World (two courses from two colleges other than the College of Business, from courses listed in General Education Requirements, Part III)6

General electives (at least 7 credits must be taken outside the College of Business)..... 14

OPTION: Small Business Management and Entrepreneurship

Major Courses (24 credits)

MGT 332, Human Resources Management.....3
 MGT 361, Small Business Management.....3
 MGT 461, Seminar in Entrepreneurship.....3
 MGT 448, Small Business Consulting.....3
 Electives in management, upper division.....12

Elective Courses (20 credits)

Viewing a Wider World (two courses from two colleges other than the College of Business from courses listed in General Education Requirements, Part III).....6
 General electives (at least 7 credits must be taken outside the College of Business).....14

MAJOR: General Business

The major in general business is based on a broad range of course options rather than a narrow focus on a single discipline. Graduates find careers in large and small businesses, in government agencies, and in the nonprofit sector. The general business major is well suited to the part-time and working student because courses are available in the late afternoon and evening. The entrepreneurship option is ideal for a student interested in starting or acquiring a small business or entering a family business upon graduation. The curriculum provides a focus on small and new enterprises, thus reflecting the entrepreneurial nature of contemporary business in the U.S.

Every candidate for this degree must fulfill the following requirements in addition to the general education and other foundation courses and the business core courses (see above). Students will choose one of the three options that follow.

OPTION: General Business

Major Courses (24 credits)

Major requirements (upper division).....24
 No more than 6 credits may be taken in any one prefix:
 Accounting (ACCT)
 Business Administration (BA)
 Business Computer Information Systems (BCIS)
 Business Law (BLAW)
 Economics (ECON)
 Finance (FIN)
 International Business (IB)
 Management (MGT)
 Marketing (MKTG)

Elective Courses (20 credits)

Viewing a Wider World (two courses from two colleges other than the College of Business, from courses listed in General Education Requirements, Part III).....6
 General electives (at least 7 credits must be taken outside the College of Business).....14

Note: The general business option is offered through distance education as well as on campus courses.

OPTION: Entrepreneurship

Major Courses (24 credits)

MGT 332, Human Resources Management.....3
 MGT 361, Small Business Management.....3
 MGT/MKTG 461, Seminar in Entrepreneurship.....3
 MGT/BA 448, Small Business Consulting.....3
 Major requirements (upper division).....12

Of the remaining 12 credits for the entrepreneurship option, no more than 6 credits may be taken in any one prefix:

Accounting (ACCT)
 Business Administration (BA)
 Business Computer Information Systems (BCIS)
 Business Law (BLAW)
 Economics (ECON)
 Finance (FIN)
 International Business (IB)

Management (MGT)

Marketing (MKTG)

Elective Courses (20 credits)

Viewing a Wider World (two courses from two colleges other than the College of Business, from courses listed in General Education Requirements, Part III).....6
 General electives (at least 7 credits must be taken outside the College of Business).....14

OPTION: Tribal Management

This option is offered to students who complete the tribal management option offered at Southwestern Indian Polytechnic Institute and wish to complete a BBA with a major in general business at NMSU.

Major Courses (24 credits)

MGT 391, Internship with a Tribal Organization.....3
 MGT 491, Internship with a Tribal Organization.....3
 Upper division electives in business.....18

No more than 6 of the 18 credits may be taken in any one prefix:

Accounting (ACCT)
 Business Computer Information Systems (BCIS)
 Business Law (BLAW)
 Economics (ECON)
 Finance (FIN)
 International Business (IB)
 Management (MGT)
 Marketing (MKTG)

Elective courses (20 credits)

Viewing a Wider World (two courses from two colleges other than the College of Business, from courses listed in General Education Requirements, Part III).....6
 General electives (at least 7 credits must be taken outside the College of Business).....14

MINOR: Management

The management minor requires 18 credits in management. Business majors must take any six upper-division management or BUSA courses (3 credits each). NOTE: BUSA 365 totals 3 management credits for purposes of the management minor. Nonbusiness majors must take one course from MGT 201G, MGT 309, or MGT 315G; and five additional management courses. For the nonbusiness major, one three-credit upper-division course in the College of Business may substitute for one of the required management courses.

To obtain a Management minor, a grade of C or better must be attained in the courses required.

MARKETING

Professor Gerald M. Hampton, department head

Professors Hyman, Peterson, Sautter; **Associate Professors** Boberg, McQuitty, Tian; **Assistant Professors** Huhmann, Torres; **College Assistant Professor** Gavin (505) 646-3341

Professional Golf Management (505) 646-2814

Director Gavin; **Assistant Director** Renio

DEGREE: Bachelor of Business Administration

MAJOR: Marketing

OPTION: Sport Marketing

OPTION: Professional Golf Management

MINORS: Advertising

Marketing

Sport Marketing

DEGREE: Bachelor of Business Administration

MAJOR: Marketing

The marketing major forms the basis for management and operational careers in marketing management, advertising, market research, sales and sales management, distribution management, and retailing. The major is designed to allow a great deal of choice so the student may emphasize any one of these areas.

Most marketing majors enter into careers in business firms, although some find job opportunities in governmental and other nonprofit organizations. Still others become involved in owning and managing their independent companies. Opportunities in entrepreneurship and small business are expanding at a rapid pace.

Every candidate for this degree must fulfill the following requirements in addition to the general education and other foundation courses and the business core courses (see above).

Major Courses (24 credits)

MKTG 310, Marketing Research	3
MKTG 489, Strategy and Policy	3
Marketing electives: any six MKTG courses selected.....	18

Elective Courses (20 credits)

Viewing a Wider World (two courses from two colleges other than College of Business, from courses listed in General Education Requirements, Part III)	6
General electives (14 credits)—lower- or upper-division (of the 14 credits, 7 must be outside of College of Business).....	14

OPTION: Professional Golf Management**Major Courses (30 credits)**

MKTG 180, PGM Freshman Orientation.....	3
MKTG 181, Level 1, PGA's PGM Education Program (Part 1).....	1.5
MKTG 280, Level 1, PGA's PGM Education Program (Part 2).....	1.5
MKTG 281, Level 2, PGA's PGM Education Program (Part 3).....	1.5
MKTG 310, Marketing Research	3
MKTG 311, Consumer Decision Processes.....	3
MKTG 380, Level 2, PGA's PGM Education Program (Part 2).....	1.5
MKTG 381, Level 3, PGA's PGM Education Program (Part 1).....	1.5
MKTG 480, Level 3, PGA's PGM Education Program (Part 2).....	1.5
MKTG 481, Final Experience	3
Elective in Marketing, upper division	9

Note: Students must apply separately to the PGM Program for acceptance.

Acceptance is limited to the fall of every year.

Other PGM Requirements (18 credits)

HORT 301, Introduction to Landscape Horticulture.....	3
HORT 401, Turf Management.....	4
HRTM 362, Food Service Management.....	3
Viewing a Wider World (two courses from two different colleges other than College of Business, from courses listed in General Education Requirements, Part III)	6

OPTION: Sport Marketing**Required Courses [9 credits]**

Mktg 310, Marketing Research.....	3
Mktg 454, Sports Marketing.....	3
Mktg 491, Sports Marketing Management.....	3

Marketing Elective Courses (15 credits upper division)

General marketing elective courses: Any five (15 credits) marketing courses (a sport marketing internship is strongly recommended).

Other Sport Marketing Requirements [6 credits]

Econ 406, Economics of Sports.....	3
Blaw 313, Sports Law	3

Note: For the marketing major with a Sport Marketing Option, Econ 406 and Blaw 313 count as part of the business core.

Elective Courses (20 credits)

Viewing a Wider World (two courses from two colleges other than College of Business, from courses listed in General Education Requirements, Part III)	6
General electives (14 credits)—lower- or upper-division (of the 14 credits, 7 must be outside of College of Business).....	14

MINOR: Marketing

Requirements: 18 or more credit hours in an approved plan of study.

1. Nine credit hours of marketing courses in the College of Business at the 300 level or above approved by the department head of Marketing
2. Nine credit hours of marketing or non-marketing courses taken in the College of Business or nine credit hours of marketing related courses taken outside the College of Business. A combination of marketing, business, and non-business courses may be taken. All courses are 300 level or above, and must be approved by the Marketing department head.
3. A cumulative grade point average of 2.0 for the 18 credits must be earned. An approved minor application must be on file in the department of marketing before taking action toward completion of the marketing minor.
4. As soon as you consider a minor in Marketing, visit the Department of Marketing, Business Complex, room 209 to complete the minor form.

MINOR: Sport Marketing

Requirements: 18 or more credit hours in an approved plan of study. The minor includes:

1. Blaw 313, Sports Law; Mktg 454, Sports Marketing; and Mktg 491, Sports Marketing Management
2. Nine credit hours of marketing courses in the College of Business at the 300 level or above; Econ 406 Economics of Sports may be taken with approval of the department chair.
3. A cumulative grade point average of 2.0 for the 18 credits must be earned. An approved minor application must be on file in the department of marketing before taking action toward completion of the marketing minor.
4. As soon as you consider a minor in Marketing, visit the Department of Marketing, Business Complex, room 209 to complete the minor form.

MINOR: Advertising

Requirements: 18 or more credit hours in an approved plan of study. The minor includes:

1. Mktg 311, Consumer Decision Processes; Mktg 314, Advertising Strategy; and Mktg 459, Promotion Management
2. Nine credit hours of marketing or non-marketing courses taken in the College of Business or nine credit hours of marketing related courses taken outside the College of Business. A combination of marketing, business, and non-business courses. All courses are 300 level or above, and must be approved by the Marketing department head.
3. A cumulative grade point average of 2.0 for the 18 credits must be earned. An approved minor application must be on file in the department of marketing before taking action toward completion of the marketing minor.
4. As soon as you consider a minor in Marketing, visit the Department of Marketing, Business Complex, room 209 to complete the minor form.